

Message Text

UNCLASSIFIED

PAGE 01 BONN 06965 231102Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----231103Z 094733 /22

R 221550Z APR 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 7608
USMISSION USBERLIN
AMCONSUL BREMEN
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS BONN 06965

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - POLYSCIENCES, INC.,
WARRINGTON, PA

REF: USDOC 7271

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

FIRMA FRANZ BERGMANN
KURFUERSTENDAMM 170
1000 BERLIN 15, GERMANY
CONTACT: MR. SOMMERFELD, MANAGER
PHONE: 030 - 881 40 06
COMMENT: COMPANY, MAJOR LABORATORY SUPPLY COMPANY,
WOULD WELCOME DIRECT CONTACTS WITH SUBJECT FIRM.
OWING TO INTENSIFIED RESEARCH ACTIVITIES IN WEST BERLIN
SCIENTIFIC INSTRUMENTATION IS IN GROWING DEMAND.
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BANK REFERENCE: BERLIN DISCONTO BANK AG, OTTO-SUHR-
ALLEE 6, 1000 BERLIN (PHONE 030 - 34071).

SCHURA BLUTDERIVATE GMBH
MAGDEBURGER STR. 37
4150 KREFELD
CONTACT: MR. MARKUS RADOWITZ

PHONE: 02151-59113

COMMENT: FRG IS SAID TO BE VERY GOOD MARKET FOR PRODUCTS OFFERED BUT THERE IS ALSO CONSIDERABLE COMPETITION. MARKET FOR IMMUNOCHEMICALS IS NOT YET HIGHLY DEVELOPED.

R. PAESEL KG

BORSIGALLEE 6

6000 FRANKFURT/MAIN

CONTACT: HERR SEE

PHONE: 0611 - 42 20 97

COMMENT: HERR SEE INDICATED THAT DURING HIS RECENT VISIT TO THE U.S., TIME WAS RUNNING SHORT TO KEEP THE OTHERWISE SCHEDULED APPOINTMENT WITH POLYSCIENCES COMPANY. THIS SHOULD BY NO MEANS BE INDICATIVE OF THE FACT THAT PAESEL COMPANY MIGHT HAVE LOST INTEREST IN THE BUSINESS RELATIONSHIP. THEY ARE IMPORTERS, AGENTS, AND DISTRIBUTORS OF CHEMICALS, INCLUDING THOSE FOR LABORATORY, AND SCIENTIFIC USE.

PAUL FLIEDNER, LABORBEDARF

GR. REICHENSTR. 27-29

2000 HAMBURG 11

PHONE: 040 - 33 88 99

HEDINGER GMBH U.CO.KG'

HEILIGENWIESEN 26

7000 STUTTGART 60

PHONE: 0711 - 42 40 11

COMMENT: AMCONSUL STUTTGART CONTACTED HEDINGER
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(REF. NO. 5 OF ADS APPLICATION FORM) AND LEARNED THAT GERMAN FIRM ALREADY BUYS IN SMALL QUANTITIES FROM US FIRM. HEDINGER IS SERIOUSLY INTERESTED TO NEGOTIATE AN EXCLUSIVE AGENCY AGREEMENT FOR GERMANY. PRICES OF US PRODUCTS SEEM TO BE COMPETITIVE. PROSPECT IS A WHOLESALER, EMPLOYS 50; ANNUAL SALES DM 8 MILLION; REAL PROPERTY DM 3 MILLION; BUSINESS EQUIPMENT DM 300,000 AND INVENTORY DM 800,000. GOOD REPUTATION.

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Sent Date: 22-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Litigation History:
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Review Exemptions: n/a
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SAS ID: 2730056
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - POLYSCIENCES, INC., WARRINGTON, PA
TAGS: BEXP, GE
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